Press Release

Pylones and H.S. Data join forces to provide complete Microsoft solutions

Athens, 7th September 2021 – **Pylones Hellas** announces the enrichment of its integrated solutions, by signing a cooperation agreement with the Cypriot technology company **H.S. Data**. The collaboration of the two companies will bring a combination of unique solutions in the field of cloud and security for Greece and Cyprus market.

H.S. Data, has a rich track record of successful design and delivery integrated technology solutions in the Cypriot market while being the largest and most reliable partner of **Microsoft** in this market. In addition, the company is a certified provider of Microsoft solutions, licenses and technologies to a large number of public organizations and private companies in Cyprus. H.S. Data has been distinguished and certified by Microsoft as **Gold Microsoft Partner for 2020-2021** with **8 Gold Competencies** (Cloud Platform, Cloud Productivity, Collaboration & Content, Application Development, Application Integration, Data Analytics, Data Platform, Datacenter) and **3 Silver Competencies** (Messaging, Small & Midmarket Cloud Solutions, Project & Protfolio Management) having in its team **30 Microsoft certified engineers and developers**. The company is staffed by a team of highly qualified and specialized professionals, with unique talents and skills, providing complete solutions in the financial and public sector, semi-governmental organizations, academic institutions, as well as private companies.

H.S. Data, as a Microsoft Licensing Solution Provider (LSP), specializing in licensing with certified consultants, but also as a Microsoft Cloud Solution Provider, operates as a Microsoft licensing reseller and provides Microsoft Enterprise agreements to public organizations and private companies, designing from scratch the licensing solution and offering consulting and support services to its clients.

What make H.S. Data unique is the deep specialization of the team, in the field of **software development** with **40% of the team consisting of developers** who specialize in software, custom application and content development. The company provides a range of vertical and horizontal solutions that enable organizations achieve their digital transformation and optimize their performance and productivity. Among the services provided are the installation and implementation of cloud technologies with the Microsoft Azure platform, installations of the Microsoft 365 suite etc.

*we got IT

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Through the cooperation with H.S. Data, Pylones Hellas will provide to the Greek market all the above solutions combined with the solutions in the field of cyber security in which it has a strong presence. Customers who will trust the complete solutions of the cooperation of the two companies, will be able to ensure high availability and security for their systems in Microsoft Azure cloud environment, at very competitive prices, with high certifications, content development and customization.

Mr. Emmanuel Netos, CEO of Pylones Hellas, stated about the new cooperation: "The goal of Pylones Hellas was and remains the provision of integrated technological solutions to our customer in the form of a one stop shop. We want to provide secure and efficient environments that extend to clouds, edges, and datacenters. The goal of Pylones Hellas & H.S. Data is to enable businesses through digital transformation to achieve the business transformation they seek and create a competitive advantage. With H.S. Data we give even greater added value to our solutions and services ".

Mr. Louis Costa, Chief Operations Officer of H.S. Data, said: "At H.S. Data, we provide a remarkable range of vertical and horizontal solutions to help organizations facilitate change, achieve their vision and optimize performance and productivity. Our partnership with Pylones Hellas, in addition, gives us the confidence of digital security that undoubtedly possesses. With this cooperation we aim to provide unique solutions in the Greek and Cypriot market, with extreme know-how and very competitive prices ".

About Pylones Hellas
Pylones Hellas, member of the Cypriot group P.M.Tseriotis Ltd, is active for more than 23 years in the field of digital technologies and internet security. The company combines the services of both IT systems integrator and IT security integrator, consisting a pioneer IT provider for the Greek market. Based on three significant pillars Security, Optimization and High Availability, Pylones Hellas provides cutting-edge technology solutions, on any scale, in multiple demanding sectors such as Telecommunications, Hotels, Financial institutions and companies that base their business on the Internet, while continuing updating its customers' Information Technology Infrastructure, to provide, in turn, a high level of digital services to their customers.

Strategic partners of Pylones Hellas are F5, AWS, HPE, IBM, Palo Alto and Microsoft offering numerous solutions in areas such as security, wired and wireless networks, storage, business critical systems, datacenters and cloud.

For more information please visit: www.pylones.gr | LinkedIn | Facebook Page| YouTube

About H.S. Data
H.S Data Ltd. was founded in 1979 and is one of the leading system integrators in Cyprus. With more than 40 years of experience, H.S Data constantly transforming to

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align with demanding, ever-changing technologies across the various industries of the economy. Our organization offers a wide range of consultancy services with the necessary tools and expertise to help grow and transform any organization, including financial sector, the public sector, government agencies, academia and private companies. We partner with our clients from start to finish, focusing on their needs while producing new ideas, developing effective strategies and designing high-quality, scalable solutions. Moreover, we provide a distinct range of vertical and horizontal solutions to help organizations facilitate change, achieve their vision and optimize performance and productivity. H.S Data has the necessary skills and experience to add real business value to any organization. The company consists of a single team of highly qualified and trained professionals and develops innovative and effective IT solutions that create and offer competitive advantage and significant value to customers and enable them turn their companies into high-performance organizations. For more information about the company, visit www.hsdata.com

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